

Module Study Guide

Academic Year 2021–2022

(Fall Semester)

GC - Global Commerce

Level: 6

Credits: 5 ECTS; 10 UK credits

Academic Partner:

Marbella International University Centre
(MIUC)

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The External Examiner responsible for this module is Dr Keith Salmon (Reader, University of Hertfordshire).

The Academic Partner Link-Tutor responsible for this module is Dermot Kelly and can be contacted at Dermot.Kelly@uwl.ac.uk

2 Module overview

2.1 Introduction, aims and summary of content

Upon completion you will be familiar with evolution of global modern commerce. You will have a greater awareness of contemporary commercial practice and of the dramatic shifts taking place in modern commerce in response to rapid technological change. The module will familiarise you with different elements of commercial activity, from the micro-level business unit to macro-level international trade. It will also provide you with a grounding in commercial awareness through analysis of evolution, current situation, and future possibilities of commerce.

This module will therefore provide you with a solid ground in theories, and modern practice of global commerce.

This module is an overview of the theory and practice of global commerce. It provides you with an in-depth introduction to various elements of commercial activity, from the micro-level business unit to the macro-level dynamics of international trade. The module emphasis on qualitative, as opposed to quantitative, aspects of global commerce. This is achieved through a focus on the historical and sociological elements of understanding how businesses operate, consolidate, and expand their business activity. You will gain an awareness of the global scope of commerce, particularly in current digital era and e-business, and its context to social and political-economic terms.

The module is taught through weekly lectures and on-demand seminars. During the lectures, the main concepts and ideas are explained by the module leader. The lectures will provide the opportunity to discuss the course readings and related case studies. It is essential that you do read the assigned texts carefully and on time because the lectures and discussions build on the weekly readings.

This module will provide the basics on macroeconomics and microeconomics, different market theories, important elements in business and contracts in negotiations for any international commerce (e.g., incoterms), with analysis of business environments for trade and managing businesses in a hyper competitive market.

It prepares you to become future executives in business and management of trades by integrating new technology, R&D, and business strategies for future businesses and trade markets.

The module will have its own NEO LMS page, where the mandatory readings and announcements will be posted. You will read and assess the information independently.

2.2 Module summary content and aims

- Business Environments
- Crash Presentation on Logistics, Incoterms and Business Processes.
 - Supply chain and change management (We need to know as the backbone to ecommerce and ebusiness).
 - Modes of Transport
 - Incoterms (Rules for any mode of transport)
 - Certification and Compliances
- Marketing and Sales Business Environment

- Marketing and Sales Digital Age
- Analysing Business Markets
- Business Opportunities / Strategic Planning
- EBusiness
- Markets
 - Perfect Competition
 - Monopoly
 - Monopolistic Competition
 - Oligopoly
 - Supply & Demand drives the Market
 - Imperfect Competition
 - Game Theory
 - Price Discrimination
- Research Methodology
- Advantages of Trades, Trades Pact and BREXIT

The module is available in NEOlms, where you will be able to access readings and any other relevant information.

2.2 Learning outcomes to be assessed

At the end of the module, you will be able to:

LO1. Describe and evaluate critically how different types of commerce operating globally are used in international relations. (Summative Assessment 1)

LO2. Collect and analyze your own original data from your research rather than relying on other results. (Summative Assessment 1)

LO3. Evaluate critically the extent to which these types of commercial activity differ and resemble on another. (Summative Assessment 1)

2.3 Scheduled contact hours

Teaching Contact Hours	56 hours
Independent Study Hours	44 hours
Total Learning Hours	100 hours

3 Assessment and feedback

3.1 Summative assessment grid

Type of Assessment	Word Count or equivalent	Threshold (if Professional Body-PSRB applies)	Weighting	Pass Mark	Submission due-date & time	Method of Submission & Date of Feedback
A1: Written Assignment (Strategy Briefing)	3000 words (+/-10%)	n/a	100%	40	Week 15 (Date and Time TBC)	Via Blackboard & 10 working days after the assessment

3.2 Assessment brief including criteria mapped to learning outcomes

3.2.1 Assessment 1: Strategy Briefing

This strategy briefing will simulate the type of analysis undertaken within strategy units of multinational corporations. Such briefings use the current case studies and establish economic or marketing theory/historical information to outline the market, business, political and technological environment. The first section of your briefing should thus analyse what the situation is in your market/social economical/cultural/technological environment to understand where your business stands. In the second section, you will outline more proactive proposals for what your company should be achieving and how it can do this.

You should show the evidence of an in-depth research and reading. A minimum of 10-15 relevant and reliable research sources should be used and correctly referenced in your paper. Sources used should go beyond the readings provided in this Module Study Guide. Sources should be correctly cited and consistent with Harvard referencing style. You can use graphs and images to support the outline of your Strategy Briefing.

You can choose to analyse a theme from the point of view of an international corporation. The list of themes can be found in the Assessment Guideline and available on Blackboard.

Assessment Criteria 1: Strategy Briefing (LO1, LO2 and LO3 will be assessed)

These assessments will be marked according to the following criteria:

❖ Knowledge & Understanding (50%)

The student has a comprehensive knowledge of the modern practice and approaches to international commerce covered in the module. The student demonstrates in-depth knowledge and engagement when discussing these topics. Moreover, the student should be able to demonstrate knowledge in a coherent and appropriate structure and organization where the key points are developed in a logical format and where the relevance of the material to the theme is clear.

What this means: This means that a good Strategy Briefing should demonstrate good engagement with the ideas relevant to the topic selected and good capture of knowledge available in a range of valid research resources. It should be logically presented in such a way that convince the reader (the markers), it could present a good commercial work.

❖ Cognitive Skills (30%)

The student can demonstrate knowledge using examples, quotations and evidence of knowledge capture. The student should demonstrate an ability to read and analyse the new set of information. The student should demonstrate an ability to select relevant information and able to make a conclusive abstract from the discussion and analysis of the information.

What this means: This means that you will demonstrate an ability to select and populate information on a number of new topics to you, and able to analyse this information to a set of clear key points that can convince the reader of your Strategy Briefing (the markers)

❖ Practical & Professional Skills (10%)

The student can write the Strategy Briefing with the evidence of independent work, intellect and the ability to express concisely, while retaining the key points in presentation intact.

What this means: This means that your work should be written in short, and to the point, the way that shows an ability to explain complex ideas in a clear and concise writing as it will be expected from you in a professional commercial work.

❖ Transferrable & Key Skills (10%)

The student can communicate ideas fluently in written form using an appropriate style of writing. This written presentation element requires students to be able to present an assignment that is correct in terms of spelling, grammar, and paragraphing. The student is also able to consistently reference in accordance with Harvard style, including in-text referencing and full list of references. Moreover, the style of the entry should be written in a convincing manner, that demonstrates understanding of the professional standards used in a real commercial world.

What this means: This means your Strategy Briefing should be written as close as practically possible identical to a real strategic business document.

For guidance on online submission of assignments, including how to submit and how to access online feedback, please refer to the MIUC Blackboard student guideline at:

<https://sites.google.com/miuc.org/blackboard-help>

3.3 Learning materials

The reading list for this module is available on Blackboard in the module area.

3.3.1 Core textbook(s):

- Worthington I & Britton C, (2006) *The Business Environment*, Pearson, Harlow.
- Sloman, J., Garrat, D., Guest, J.2018; *Economics*, 10th edition, Pearson Publishing.
- Chaffey, D., *E-Business and E-Commerce Management*, Financial Times, Prentice Hall, Pearson Education (2002).
- *Marketing*, Kotler-Keller, Pearson Publishing (2006) Philip Kotler, Kevin Lane Keller
Pearson Prentice Hall, 2006.

3.3.2 Other recommended reading:

- "The future of Trade" – Finance & Development (June 2019)
- "Global Economic Prospects. Heightened Tensions, Subdued Investment" - World Bank Group (June 2019)
- World Economic Outlook: "Still Sluggish Global Growth" - IMF (July 2019)
- "Digitalization and the Future of Work: Macroeconomic Consequences", IZA – Institute of Labor Economics (June 2019)
- "Driving impact at scale from automation and AI", Digital/McKinsey (February 2019)

Remember to log into Blackboard daily to receive all the latest news and support available at your module sites!

4 Things you need to know

4.1 Attendance

Attendance is crucial for your success as a student. Over the years, it has become clear that there is a very clear link between students' attendance levels and their module marks, so please make sure you give yourself the best possible chances for success through attending your classes, on-demand seminars, and tutorials. You are expected to attend all forms of learning activity associated with your course of study on regular basis, and to engage in your course as required by the MIUC Attendance Policy.

4.2 If things don't go to plan

The University recognises that there are times when you may encounter difficulties during your course of study and provisions are made to help you. In all cases, you should speak to your Module Leader and seek advice as soon as possible.

If you think you need a little more time passed the original deadline, you can approach your Module Leader for a 10-day extension initially.

If an extension is not sufficient and your circumstances have prevented you from submitting on time then you may for instance be able to apply for mitigation. Please refer to the University Academic Regulations for further guidance on extensions and mitigation: <https://www.uwl.ac.uk/students/current-students/extensions-and-mitigating-circumstances>

If you fall below the pass mark or fail to submit to all elements or part of a module's assessments, you will be required to do a resit, normally at the next opportunity. Resits do not involve re-enrolment and attendance at classes.

Failure of a resit means you are required to retake the module. Retakes involve re-enrolment, attendance, payment of tuition fee and completion of all elements of the module, and the submission of all assessments.

Please refer to the University's Academic Regulations for further guidance; see <https://www.uwl.ac.uk/students/current-students/policies-procedures-and-regulations>

You are reminded that the University applies penalties to students who commit an academic offence, in which case the Academic Offences Regulations will be used to deal with any cases of academic misconduct including examination offences, plagiarism and other means of cheating to obtain an advantage.

If you have an issue or complaint about the module, you should speak to your Module Leader or Course Leader informally in the first instance. Your Course Representative can also raise your concerns at Course Committees, which take place each semester. If you are unable to resolve it informally, you should address the issues to the Complaint Officer. The University aims to ensure that issues are resolved informally as quickly as possible to have minimum impact on your studies.

4.3 Getting support for your studies

Throughout your course of study, you will have access to a wide variety of sources of support depending on your individual circumstances and needs. Your first point of call for getting general academic support is your Personal Tutor. As well as approaching your Module Leader with any

questions specifically related to your module and your Course Leader with questions on your Course, do contact your Personal Tutor for academic advice in relation your studies and your academic development.

Apart from the University-wide support framework, which encompasses the Module Leaders, Course Leader, the Subject Librarian and your Course Administrator, you will also have at your disposal the MIUC Academic Support Team. The Team offers Academic Skills Workshops throughout the year, helping you to develop skills relevant to your degree. Workshops include for instance Essay Planning and Writing; Critical Thinking; Reflective Writing; Group Work and Presentation Skills.

English Language support and One-to-one academic support opportunities are also available. For information about all these services, please consult the Academic Office.

4.4 Student support

In addition to the support listed in the previous section, there is also more help offered by MIUC Student services, consisting of Student Life Department, Internship Support, Life Coaching Service and Counselling service. They offer a wide range of support and services consisting of extracurricular activities; Careers and internship support; Student Welfare and Counselling.

Contact Student Services for more information at:

Student Life Department: student.life@miuc.org

Internship Support: cristina@miuc.org

Life Coaching Service: Ms. Ana Cattle, ana.cattle@miuc.org

Counselling Service: Ms. Eva Berkovic, eva@miuc.org

4.5 Module evaluation – have your say!

Towards the end of the module you will be invited to provide some anonymous feedback to the Module Leader through a survey. This is your opportunity to give some direct feedback about the module through a series of questions and free text. Your constructive feedback will help the Module Leader and teaching team to understand the module experience from your perspective and helps inform the development of the module.

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